

## Contract Incentive Detail - HVAC

Period : September 2023

## EXHIBIT B



### EMPLOYEE INFORMATION

<b>Employee</b>	: Stewart Swander	<b>Job Code</b>	: J07683
<b>Employee ID</b>	: 3116318	<b>Plan</b>	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
<b>Branch/Dept</b>	: N42 - 0000	<b>Plan Effective Date</b>	: 1/3/2019
<b>Manager</b>	: Patrick T McGuire	<b>Manager ID</b>	: 1260393
<b>Pay Suspend</b>	: No		

### INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
0NOQ0229	03/01/2021	PSR	Active	\$4,293,105.00	\$799,058.30	4%	\$2,007.08	\$1,755.38	\$251.70
1-128639067410	04/01/2023	L&M	Closed	\$13,811.00	\$6,905.29	70%	\$514.79	\$514.79	\$0.00
1-129773465379	07/01/2023	L&M	Closed	\$24,626.00	\$11,077.22	75%	\$646.22	\$646.22	\$0.00
1-130322031502	08/01/2023	L&M	Closed	\$56,148.00	\$28,411.03	100%	\$2,578.59	\$2,578.59	\$0.00
1-130902337194	09/01/2023	L&M	Closed	\$43,586.00	\$13,722.11	100%	\$925.83	\$925.83	\$0.00
1N420066	12/01/2020	PSC	Closed	\$94,645.00	\$9,735.32	100%	\$1,213.91	\$1,213.91	\$0.00
1N420091	12/01/2020	PSC	Closed	\$90,000.00	\$13,632.47	50%	\$711.70	\$711.70	\$0.00
1N420365	08/01/2021	PSR	Transferred	\$187,858.00	\$67,513.04	100%	\$5,279.20	\$3,825.98	\$1,453.22
1N420366	08/01/2021	PSR	Active	\$26,270.00	\$6,476.13	100%	\$555.90	\$416.50	\$139.40
1N420391	08/01/2021	PSR	Closed	\$291,649.00	\$49,095.37	38%	\$1,581.03	\$1,581.03	\$0.00
1N420399	09/01/2021	PSR	Closed	\$150,949.00	\$55,165.82	90%	\$3,868.56	\$3,868.56	\$0.00
1N420409	09/01/2021	PSR	Active	\$77,480.00	\$30,957.87	100%	\$2,368.79	\$1,702.42	\$666.37
1N420422	11/01/2022	PSR	Transferred	\$808,739.31	\$193,189.35	1%	\$13,298.80	\$9,917.98	\$3,380.82
1N420423	11/01/2022	PSC	Active	\$669,452.00	\$228,264.55	4%	\$22,710.22	\$18,715.59	\$3,994.63
2N420011	10/01/2021	PSR	Closed	\$204,157.00	\$98,518.49	95%	\$6,919.64	\$6,919.64	\$0.00
2N420023	01/01/2022	PSC	Active	\$253,124.00	\$51,222.79	100%	\$5,162.70	\$3,435.13	\$1,727.57
2N420059	11/01/2021	PSR	Closed	\$68,221.00	\$31,663.46	100%	\$2,356.62	\$2,356.62	\$0.00
2N420083	11/01/2021	PSR	Transferred	\$242,129.00	\$108,537.54	100%	\$8,127.84	\$5,791.57	\$2,336.27
2N420103	12/01/2021	PSR	Closed	\$95,424.00	\$45,761.47	100%	\$3,386.88	\$3,386.88	\$0.00
2N420142	01/01/2022	Prime	Closed	\$3,848.00	\$1,518.05	85%	\$115.55	\$115.55	\$0.00
2N420144	01/01/2022	PSR	Transferred	\$34,174.00	\$11,245.47	47%	\$387.73	\$387.73	\$0.00
2N420150	01/01/2022	PSR	Closed	\$74,860.00	\$26,528.57	15%	\$289.65	\$289.65	\$0.00
2N420213	03/01/2022	PSC	Transferred	\$223,889.00	\$47,261.32	100%	\$3,802.13	\$2,784.83	\$1,017.30
2N420220	03/01/2022	PSR	Active	\$101,727.00	\$40,265.42	88%	\$2,529.17	\$1,768.89	\$760.28
2N420229	04/01/2022	PSC	Active	\$189,127.54	\$16,930.52	100%	\$1,797.74	\$1,428.41	\$369.33

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<b>Employee ID</b>	: 3116318	<b>Plan</b>	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
<b>Branch/Dept</b>	: N42 - 0000	<b>Plan Effective Date</b>	: 1/3/2019
<b>Manager</b>	: Patrick T McGuire	<b>Manager ID</b>	: 1260393
<b>Pay Suspend</b>	: No		

### INCENTIVE SUMMAR

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
2N420230	03/01/2022	PSR	Transferred	\$155,276.00	\$46,781.96	85%	\$2,973.47	\$2,973.47	\$0.00
2N420234	04/01/2022	PSC	Closed	\$30,110.00	\$3,518.71	100%	\$336.84	\$336.84	\$0.00
2N420245	04/01/2022	PSR	Closed	\$10,976.00	\$4,301.50	90%	\$277.60	\$277.60	\$0.00
2N420259	05/01/2022	PSR	Active	\$28,284.00	\$14,348.60	85%	\$846.24	\$583.72	\$262.52
2N420261	05/01/2022	PSR	Transferred	\$72,887.00	\$36,672.51	90%	\$2,423.41	\$1,712.98	\$710.43
2N420263	05/01/2022	PSR	Active	\$23,782.00	\$9,169.59	100%	\$659.06	\$461.68	\$197.38
2N420267	11/01/2022	PSR	Active	\$446,918.00	\$113,899.09	3%	\$7,706.08	\$5,712.85	\$1,993.23
2N420275	05/01/2022	PSR	Transferred	\$42,529.00	\$18,018.54	85%	\$1,086.52	\$1,086.52	\$0.00
2N420283	05/01/2022	PSR	Transferred	\$6,780.00	\$2,069.32	100%	\$154.38	\$154.38	\$0.00
2N420313	06/01/2022	Prime	Active	\$115,676.00	\$53,578.12	6%	\$291.87	\$228.58	\$63.29
2N420352	08/01/2022	PSR	Closed	\$2,716.00	\$1,021.93	100%	\$86.71	\$86.72	\$-0.01
2N420366	08/01/2022	PSR	Active	\$101,235.00	\$44,356.00	90%	\$3,175.03	\$2,543.91	\$631.12
2N420367	08/01/2022	PSR	Transferred	\$17,185.00	\$7,514.81	90%	\$536.36	\$536.36	\$0.00
2N420375	08/01/2022	PSR	Transferred	\$45,428.00	\$16,463.50	90%	\$830.31	\$830.31	\$0.00
2N420403	09/01/2022	PSR	Active	\$61,873.00	\$15,115.22	100%	\$927.67	\$689.61	\$238.06
2N420404	09/01/2022	PSR	Transferred	\$4,855.00	\$1,746.94	100%	\$98.03	\$98.03	\$0.00
2N420408	09/01/2022	PSR	Transferred	\$14,056.00	\$5,538.90	100%	\$460.08	\$372.84	\$87.24
2N420409	09/01/2022	Prime	Transferred	\$16,685.00	\$7,339.20	100%	\$397.00	\$397.00	\$0.00
2N420413	09/01/2022	PSR	Active	\$76,012.00	\$29,578.31	85%	\$2,100.52	\$1,544.23	\$556.29
2N420419	09/01/2022	PSR	Active	\$62,970.00	\$28,204.21	100%	\$2,213.74	\$1,769.52	\$444.22
2N420423	09/01/2022	PSR	Active	\$91,285.00	\$37,078.39	100%	\$3,037.80	\$2,343.20	\$694.60
2N420424	09/01/2022	PSR	Transferred	\$58,742.00	\$21,911.64	85%	\$1,037.84	\$1,037.84	\$0.00
2N420431	09/01/2022	PSR	Transferred	\$36,053.00	\$16,007.19	92%	\$1,162.12	\$929.80	\$232.32
3EA80075	12/01/2022	PSC	Active	\$444,900.00	\$123,790.37	15%	\$2,805.34	\$2,480.39	\$324.95

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### EMPLOYEE INFORMATION

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<b>Employee ID</b>	: 3116318	<b>Plan</b>	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
<b>Branch/Dept</b>	: N42 - 0000	<b>Plan Effective Date</b>	: 1/3/2019
<b>Manager</b>	: Patrick T McGuire	<b>Manager ID</b>	: 1260393
<b>Pay Suspend</b>	: No		

### INCENTIVE SUMMAR

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
3N420003	09/01/2022	PSR	Active	\$116,624.00	\$50,018.80	100%	\$4,000.22	\$3,212.43	\$787.79
3N420004	09/01/2022	PSR	Active	\$106,105.00	\$49,084.87	100%	\$3,800.39	\$2,639.89	\$1,160.50
3N420025	11/01/2022	PSR	Active	\$42,773.00	\$16,679.91	100%	\$1,555.80	\$1,189.92	\$365.88
3N420046	11/01/2022	PSR	Active	\$977,355.00	\$524,270.00	100%	\$42,706.38	\$33,531.66	\$9,174.72
3N420047	12/01/2022	PSR	Active	\$635,948.00	\$278,611.08	100%	\$24,662.19	\$14,910.81	\$9,751.38
3N420055	12/01/2022	PSR	Transferred	\$2,954.00	\$1,008.31	100%	\$100.25	\$100.26	\$-0.01
3N420059	11/01/2022	PSC	Active	\$243,115.00	\$133,438.23	100%	\$10,774.49	\$6,104.15	\$4,670.34
3N420075	12/01/2022	PSR	Active	\$167,293.00	\$90,914.42	90%	\$6,631.92	\$5,200.03	\$1,431.89
3N420093	02/01/2023	PSR	Active	\$56,584.00	\$23,427.41	85%	\$1,987.65	\$1,639.17	\$348.48
3N420095	01/01/2023	PSC	Active	\$145,721.00	\$50,723.64	100%	\$4,995.21	\$4,097.91	\$897.30
3N420108	01/01/2023	PSR	Active	\$5,027.00	\$2,095.84	80%	\$151.71	\$105.61	\$46.10
3N420120	01/01/2023	PSR	Active	\$110,825.00	\$44,573.03	90%	\$3,688.94	\$2,986.91	\$702.03
3N420130	01/01/2023	Prime	Transferred	\$2,982.00	\$934.55	90%	\$67.67	\$67.66	\$0.01
3N420149	02/01/2023	Prime	Active	\$4,365.00	\$2,341.28	5%	\$12.12	\$9.55	\$2.57
3N420159	02/01/2023	PSR	Active	\$14,750.25	\$9,073.55	5%	\$37.91	\$29.97	\$7.94
3N420175	03/01/2023	PSC	Active	\$252,352.00	\$36,423.17	50%	\$1,604.55	\$967.14	\$637.41
3N420181	03/01/2023	PSR	Active	\$59,435.00	\$22,308.46	90%	\$2,107.13	\$1,404.41	\$702.72
3N420192	04/01/2023	PSR	Active	\$7,093.00	\$2,586.65	100%	\$275.62	\$185.09	\$90.53
3N420199	04/01/2023	PSR	Active	\$129,890.00	\$62,451.96	95%	\$5,511.52	\$4,283.70	\$1,227.82
3N420201	04/01/2023	PSR	Active	\$3,585.00	\$1,266.18	100%	\$137.26	\$92.94	\$44.32
3N420219	05/01/2023	PSR	Active	\$85,698.00	\$40,981.97	100%	\$3,816.62	\$2,382.26	\$1,434.36
3N420226	05/01/2023	PSR	Active	\$7,630.00	\$2,540.67	40%	\$67.60	\$32.03	\$35.57

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<b>Manager</b>	: Patrick T McGuire	<b>Manager ID</b>	: 1260393
<b>Pay Suspend</b>	: No		

### INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
3N420229	05/01/2023	Prime	Active	\$6,871.00	\$1,552.84	100%	\$115.43	\$88.26	\$27.17
3N420237	05/01/2023	PSR	Active	\$19,537.00	\$7,814.83	90%	\$714.33	\$544.12	\$170.21
3N420239	05/01/2023	PSR	Active	\$6,883.00	\$2,729.40	100%	\$278.45	\$230.69	\$47.76
3N420240	06/01/2023	PSR	Active	\$189,094.00	\$96,287.38	100%	\$8,714.44	\$7,029.42	\$1,685.02
3N420241	08/01/2023	PSR	Active	\$123,325.00	\$58,077.76	85%	\$4,630.33	\$2,902.52	\$1,727.81
3N420248	05/01/2023	PSR	Active	\$10,998.00	\$3,609.42	100%	\$240.96	\$114.63	\$126.33
3N420250	07/01/2023	PSR	Active	\$195,078.00	\$94,178.96	100%	\$8,732.44	\$5,436.17	\$3,296.27
3N420255	06/01/2023	PSR	Active	\$15,331.00	\$6,351.24	100%	\$633.76	\$411.47	\$222.29
3N420257	06/01/2023	PSR	Active	\$4,344.00	\$1,389.99	100%	\$93.39	\$44.74	\$48.65
3N420261	06/01/2023	PSR	Active	\$18,944.00	\$7,941.98	90%	\$709.03	\$458.86	\$250.17
3N420271	06/01/2023	PSR	Active	\$3,313.00	\$1,253.60	100%	\$131.01	\$87.13	\$43.88
3N420273	06/01/2023	PSR	Active	\$4,449.00	\$0.00	100%	\$-15.48	\$-5.78	\$-9.70
3N420276	06/01/2023	PSR	Active	\$6,308.00	\$2,448.23	100%	\$252.50	\$166.81	\$85.69
3N420299	06/01/2023	Prime	Active	\$3,938.00	\$1,751.72	5%	\$9.79	\$7.88	\$1.91
3N420304	07/01/2023	PSR	Active	\$27,390.00	\$8,157.28	90%	\$502.66	\$245.70	\$256.96
3N420306	07/01/2023	PSR	Active	\$3,964.00	\$1,110.35	100%	\$77.32	\$38.46	\$38.86
3N420319	08/01/2023	PSR	Active	\$44,618.00	\$19,845.36	100%	\$1,912.52	\$1,217.93	\$694.59
3N420326	08/01/2023	PSR	Active	\$56,479.00	\$18,469.32	100%	\$1,234.10	\$587.67	\$646.43
3N420347	09/30/2023	Prime	Active	\$87,137.00	\$30,497.95	100%	\$2,004.15	\$936.72	\$1,067.43
3N420353	09/01/2023	PSR	Active	\$10,528.00	\$3,684.87	100%	\$401.37	\$272.40	\$128.97
<b>Total</b>							<b>\$278,825.90</b>	<b>\$212,217.06</b>	<b>\$66,608.88</b>